

# Our Community

## Economic Support

### Overview

Los Alamos National Laboratory has more than a \$3.8 billion impact annually on the three-county region of Santa Fe, Los Alamos and Rio Arriba, and is responsible for a significant percentage of the employment in those counties.

### Small Business Procurement

- The total laboratory budget for FY 02 was \$1.7 billion. Laboratory procurement for FY 02 totaled \$1.27 billion. Procurements placed within New Mexico totaled \$618 million, or 58 percent of total procurement. Northern New Mexico purchases totaled \$458.4 million.
- FY 02 small business procurements totaled \$431.3 million or 40.2 percent, exceeding the federal agency goal of 23 percent.
- Since FY 96, small business expenditures have increased by 76.5 percent with \$458.4 million in payments made to northern New Mexico small businesses in FY 02.
- FY 02 was a banner year with \$1.27 billion in procurement awards; future years are not anticipated to be as high.
- Steve Mee, Cerro Grande Fire Recovery Project leader was selected as National Minority Small Business Advocate by the U. S. Small Business Administration.

- More than \$28 million in small business subcontracts have been awarded since FY 00 under the Cerro Grande Fire Recovery Project, creating more than 161 new subcontract jobs.
- The Ombudsman Program addresses community concerns about Laboratory procurement practices.

### Other Small Business Efforts

- The Laboratory served as the catalyst for formation of the Northern New Mexico Supplier Alliance, a 600-member organization dedicated to increasing business opportunities for the seven-county area of Rio Arriba, Los Alamos, Santa Fe, Taos, San Miguel, Mora and Sandoval counties and neighboring pueblos.
- The Laboratory Small Business Office teamed with the Tribal Relations team to ensure effective and continuing dialogue with the pueblos and the American Indian community. In FY 02, 12 subcontracts valued at \$5 million



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were awarded, creating 60 jobs. In addition, the Small Business Office works with other major businesses, government entities and economic development organizations across the state of New Mexico to coordinate efforts and leverage resources.

- The U.S. Small Business Administration recognized the Laboratory with the "Eisenhower Award of Excellence" for its small business programs; the Department of Energy recognized the laboratory with the "Secretarial Award for Small Business Programs."
- The Laboratory teamed with non-profit northern New Mexico business development organizations to conduct two major small business conferences. The Laboratory also offered a series of training courses to regional businesses which focused on how to do business with the government and Los Alamos National Laboratory.

### Industrial Business Development/Regional Business Development

- Since 1997, IBD/RBD assisted more than 110 emerging regional technology businesses, including 51 new start-ups, and assisted in creating 260 new jobs and attracting more than \$52 million in external capital investment.
- IBD/RBD also introduced the MBA Entrepreneurial Internship program through which MBAs from top business schools provide business plan development support to potential start-up companies. To date, more than 28 MBAs have participated in reviewing more than 200 technologies. This program has assisted more than 70 regional companies and entrepreneurs.



New construction like the Nonproliferation International Security Center (foreground) and the Super Computing Center (background) means jobs for area workers and sales for construction supply firms.

## Technology Commercialization

Los Alamos National Laboratory has invested more than \$1.6 million annually to support its new Technology Commercialization Office, established in 1997 within the Industrial Business Development Division, to help stimulate the start-up and growth of new technology businesses in northern New Mexico.

Specifically, the laboratory has:

- Helped nearly 200 laboratory innovators and emerging New Mexico firms with their regional business development activities; 71 of these clients are new regional technology firms that have created more than 270 jobs and secured over \$67 million in external investment capital for the region.
- Invested more than \$700,000 in 23 technology maturation and commercialization awards to emerging regional small businesses.
- Assisted more than 50 laboratory entrepreneurs and regional companies with their business development activities through assignment of 37 MBA summer interns from 14 leading business schools.
- Sponsored 22 business development workshops in northern New Mexico that have attracted more than 2,300 participants.
- Deployed 26 laboratory employees under a new entrepreneurial leave-of-absence program to work with new or existing New Mexico small businesses.

In addition, on behalf of New Mexico firms and regional small businesses, the laboratory has:

- Issued 35 commercial licenses to laboratory-developed technologies.
- Invested more than \$7 million in 60 small business collaborative research and development projects between 1993 and 2000.
- Executed 39 work for others agreements.
- Provided access to the Laboratory's unique facilities through 27 user facility agreements.



*Los Alamos National Laboratory is operated by the University of California for the U.S. Department of Energy's National Nuclear Security Administration*

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